

# EXHIBIT 23

9163848802 2019-01-03 20-28-18 13940-001

1 Call Date: 2019-01-03

2 Call Duration: 07:42

3 Call Begin: 20:28:18

4 Participants

5 RICK SINGER

6 JOHN WILSON

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10 WILSON: Hey, Rick, how are you?

11 SINGER: I'm good, John. How are you doin'?

12 WILSON: I'm doin' well. Happy New Year.

13 SINGER: Happy New Year. Where are you today?

14 WILSON: Ah, I'm in, uh, Houston. Back in Houston.

15 SINGER: OK. Did you guys go anywhere for the -

16 WILSON: [OV/IA] the kids, and, uh, we took 'em to Cuba

17 for Christmas for a week. That was a pretty, uh-

18 pretty, uh eye opening uh -

19 SINGER: Cu ...

20 WILSON: - [IA], yeah.

21 SINGER: That was cool. That was cool.

22 WILSON: 'Cause I'd been there, but, uh... Have you ever been

23 there?

24 SINGER: I have never been there, a-and it's somethin' we

United States District Court  
District of Massachusetts

TRIAL EXHIBIT

623A

Case No. 19-CR-10080-NMG

EK 9/8/21

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1           always-- I've always thought about doin', but i-is  
2           it - is it worth goin'?

3     WILSON: Well, it's eye-opening in a lot of ways. We've been  
4           to a lot of, like, third-world countries, Africa.  
5           You see people, like, [IA] living in dung huts, you  
6           know, kinda hunter/gatherer kind of rural poverty,  
7           but here you have a country where even the most  
8           highly-educated people, people who had, like, 3  
9           PhDs, medical doctors [inaudible], the maximum pay  
10          you can get in the country is \$25 a month. Per  
11          month!

12    SINGER: Really?

13    WILSON: That's the maximum, right? The whole Communist  
14          thing. And the average worker gets, like, 12 to 15.  
15          But the cost of living is huge. The cost of  
16          living's \$100 a month for an apartment, a 2-bedroom  
17          apartment with no windows, no heat, no hot water, no  
18          potable water. And you have to take bucket, you  
19          know, sponge showers. And they have to live with 8  
20          income-earners in a -- in a hotel, or in a -- in an  
21          apartment, usually 3 generations of the family and  
22          brothers and sisters and stuff, and kids, to share,  
23          just to make the ends meet, 'cause they only get  
24          paid 25 at best, and you, you have to pay 100,

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1           you know? [laughter] And, uh, they get --  
2     SINGER:   [OV] That's unbelievable.  
3     WILSON:   -- 5 pounds of rice. It's unbelievable. You get 5  
4           pounds of rice... [IA] where, you know, we met  
5           people -- professors and doctors and stuff. A lot  
6           of them had worked in the Soviet Union [IA] the  
7           people, and had been over, you know, in Afghanistan.  
8           Some of them had been over fighting for them, had  
9           been over in the Soviet Union doing stuff, had been  
10          in Venezuela, had been in North Korea, you know,  
11          basically working for the Soviets during their -  
12          when they were growing up their kinda things. Just a  
13          wild experience. These guys had nothing. And my  
14          daughter said to me -- you know, college kids who  
15          had nothing -- and the reason people get all these  
16          degrees is because college is free, and when you're  
17          in --  
18     SINGER:   Right.  
19     WILSON:   -- college, as long as you're qualified, you get  
20          free room and board, too. So people will stay there  
21          and get, like, 4 PhDs -  
22     SINGER:   Wow.  
23     WILSON:   -- just to be on their own. [laughter] If you're  
24          smart. Crazy.

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1 SINGER: That's -- that is --  
2 WILSON: A good experience for the kids.  
3 SINGER: Oh, absolutely. And they -- obviously they must've  
4 treated you guys pretty well.  
5 WILSON: Oh yeah, 'cause we were giving -- yeah, like, we  
6 would take 'em out to a dinner with, like, some of  
7 the professors and stuff. You know, a \$10 dinner,  
8 which was a luxury for them, at a kind of co-op  
9 restaurant, whatever, so it was OK, not great, and  
10 these guys would be fawning all over us. "Oh my God,  
11 thank you. We could never have a dinner like this  
12 on our own kind of thing." And it was like, wow.  
13 And they would take our table scraps and bring 'em  
14 to their kids. I said, "Oh, shit, you know, can't  
15 you bring your kids tomorrow to dinner? We'll bring  
16 your -- we'll, we'll treat your kids --"  
17 SINGER: Right.  
18 WILSON: "-- too." For 150 bucks you can treat a family of  
19 10, and they're, like, praising you like you were  
20 the second coming. [laughter]  
21 SINGER: Wow. That's amazing.  
22 WILSON: It was really eye-opening. You know, it's like,  
23 wow... I've never seen poverty amongst, you know,  
24 highly- educated people like that, at that level.

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1 SINGER: It's incredible. Incredible.  
2 WILSON: Yeah. And the reason --  
3 SINGER: So --  
4 WILSON: -- they have all those old cars, cars were like 40  
5 grand, and no one could -- that's 200 years'  
6 salary [IA]--  
7 SINGER: Right. [laughter]  
8 WILSON: -- 200 years' salary. And so the reason they hold  
9 these old 1950s cars is 'cause they inherited that  
10 from their great-grandfather. They never sell a car,  
11 never break a car up or anything. They just keep  
12 repairing it and repairing it. There's a whole  
13 cottage industry of a lot of blacksmiths who make -  
14 custom make, you know, forgings and parts to repair  
15 all these '50s cars.  
16 SINGER: Wow.  
17 WILSON: And the only people who can buy new cars are the  
18 government agencies, with taxis, or the government  
19 bureaucrats, who get their own Mercedes and stuff,  
20 you know. But the population, uh, has very few cars  
21 to begin with. But if you have a car in your family,  
22 you're, like, rich, 'cause you can make --  
23 SINGER: Wow.  
24 WILSON: - like, 50 bucks a day, you know, renting it as a

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1 taxi.

2 SINGER: That's amazing.

3 WILSON: [laughter] It's crazy.

4 SINGER: Amazing. Amazing.

5 WILSON: That's why half the cars are 1950 --

6 SINGER: Right.

7 WILSON: -- [OV/IA] cars, so...

8 SINGER: Right.

9 WILSON: They just keep using...

10 SINGER: So, uh, so I wanted to touch base with you, 'cause I

11 wanted to, um, just let you know, everything's -

12 we're, we're in good shape. No issues --

13 WILSON: OK.

14 SINGER: -- at all, um, both at Stanford and Harvard. Um, 1

15 of the things I just wanted to really make sure,

16 'cause, um, this has k-kinda come back to me, not

17 because of you guys but for other families that

18 we've gone through the side door --

19 WILSON: Yeah.

20 SINGER: -- is that I just gotta make sure that you guys

21 don't get engaged at Stanford or Harvard with

22 anybody in Admissions or Development or anything, through all

23 that you guys keep your name out of that world. Is,

24 um, is that--is that OK?

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1 WILSON: Yeah, so what does that mean, don't get engaged?  
2 Like --  
3 SINGER: So --  
4 WILSON: -- if they want to go to --  
5 SINGER: -- so, like --  
6 WILSON: -- the school and visit and all that stuff?  
7 SINGER: No, no, no, that's fine. That's all good. The issue  
8 is, like, I've had f-- uh, families before that  
9 essentially have gone through the side door, and  
10 then because people found out who they were, the  
11 Development office calls them, Admissions will call  
12 them, all trying to get, you know, donations, and,  
13 um, so then as soon as your name is known amongst  
14 those other groups, then people start saying, on the  
15 Athletics side, since we're goin' through the side  
16 door, and you've already made, you know, 2 \$500,000  
17 contributions, they're gonna say, "So, you know, so  
18 why are you goin' through Athletics, um, you know,  
19 when Development has already been talking to you?"  
20 You know what I'm sayin'? So what I'm just tryin' -  
21 - so what I try to do is get all my families to just  
22 stay quiet, don't get involved with anybody at  
23 Stanford or Harvard, and know that everything is  
24 taken care of through the side door, through, uh,



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1 Athletics.

2 WILSON: OK, so are they both gonna be...? I wasn't sure how  
3 they're gonna be handled, and how do you want to  
4 handle that with the girls. Um --

5 SINGER: So w-when we get around to that point -- let's just  
6 get our scores, let's get our grades, and then I  
7 will give you the exact direction, um, that we'll go  
8 through, kinda like what we did with Johnny. We went  
9 - Johnny went, you know, right to water polo. And  
10 for the girls, I'll probably just go to, um, b-2  
11 sports, sailing and crew, and just walk 'em right  
12 through as a, uh, recruited walk-ons.

13 WILSON: OK.

14 SINGER: And then everything will go smoothly, and, uh, we  
15 should have no issues. But my only thing to you  
16 was I just wanna make sure -- because, you know,  
17 you're a known entity, a known family, and people  
18 know that you're interested, and they're gonna say,  
19 "Hey, I can help you," or people may call you, and  
20 I just want to say - you just say, "Hey, listen, we  
21 got -- we -- we're taking care of things ourself.  
22 We have it all. Girls are great students. We're  
23 just gonna apply on our own."

24 WILSON: OK, so just kind of -- just say we're applying on

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1                   our own, nothing...

2     SINGER:     Correct, nothing, nothing -- no side doors. We're

3                   not doing anything --

4     WILSON:     Yeah, don't mention about that, right.

5     SINGER:     -- where -- yeah -- where you're makin' a payment

6                   to help the kids get into school.

7     WILSON:     Right, OK. That sounds good. Things calmed down

8                   for you otherwise, or no more [OV/UI]?

9     SINGER:     Yeah, yeah, we're -- I, I just g-- I got -- yeah,

10                  we -- um, I gotta get through another couple days,

11                  and then I should be in pretty good shape.

12    WILSON:     Cool. Now, when do the girls actually have to start

13                  writing applications, all that stuff?

14    SINGER:     Oh, it's --

15    WILSON:     [OV/IA] summer?

16    SINGER:     -- June 15<sup>th</sup>. Yeah, June 15<sup>th</sup> we'll start that

17                  whole, uh, writing the essays and, uh,

18                  applications.

19    WILSON:     OK, in June, OK.

20    SINGER:     Yeah.

21    WILSON:     All right. And then, um, in terms of you and I

22                  having a conversation on pricing, I'd happy -- be

23                  happy to go ahead and [OV/IA] --

24    SINGER:     No, uh, I'll -- we'll get a-- I'll get around to

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1                   that. Let me just kinda get -- I gotta get  
2                   everybody situated and done, and then I'll get back  
3                   to you on that.  
4    WILSON:    OK, sounds good.  
5    SINGER:    All right, John.    Thanks so much.  
6    WILSON:    All right, thanks. All right.  
7    SINGER:    OK. Take care.

END OF AUDIO FILE